Earnings Announcement
31 March 2012

- **Continuous commitment in adjusting cost structures to activity levels, with a 17% reduction in operational costs compared to the same period of previous year, and strict investment control.**

- **Lower revenues in the first quarter of the year, driven by the declining trend in private consumption and investment:**

  - **Turnover of 25.1 M.€ (30.4 M.€ in 1Q11);**

  - **EBITDA of -3.1 M.€ (-3.4 M.€ in 1Q11);**

  - **Net loss of 6.9 M.€ (net loss of 3.3 M.€ in 1Q11).**

- **Positive free cash flow from operations, totaling 1.6 M.€, reflecting the optimization of working capital management and implementation of cost cutting policies.**

- **Capex of 3.3 M.€ in the 1Q12 (4.0 M.€ in 1Q11), was focused in priority areas, namely a new cogeneration project (with the start of operations expected for the 2nd half of 2012) pursuant to the growth strategy for the energy area. Capex for the period also includes the renewal of fitness equipment and units within the brand repositioning campaign.**

- **Net debt of 267.4 M.€ as at 31 March 2012, a 6.3 M.€ increase compared to 31 December 2011.**

Values in 10^6 euro

	1Q		
	2012	2011	Δ
Turnover	25.1	30.4	-18%
EBITDA	-3.1	-3.4	+8.1%
EBIT	-6.6	-4.6	-44%
Net Financial Expenses	-3.2	-2.4	-35%
Investment Income	0.0	1.7	-100%
Net Profit	-6.9	-3.3	<-100%

	31.03.12	31.12.11	% Chg.
Capex	3.3	11.0	-70%
Net Debt	267.4	261.1	+2.4%

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1. Consolidated Financial Statements Review

1.1. Consolidated Profit and Loss Statement and Main Contributions

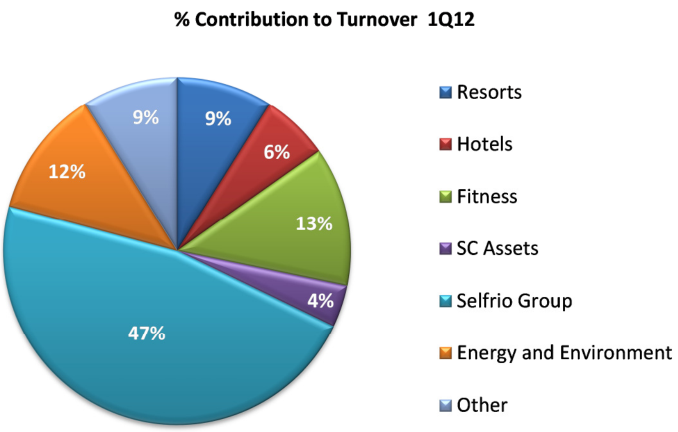
Values in 10^3 euro

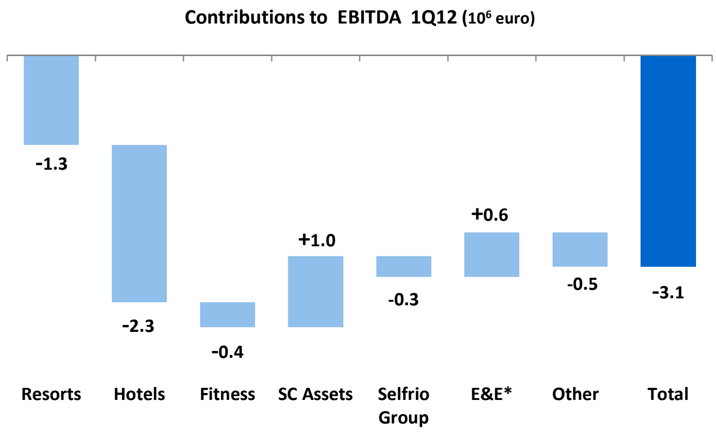
	1Q 12 (A)	1Q 11 (B)	Δ (A/B)
Turnover	25,100.8	30,438.7	-17.5%
Other Operational Income	1,429.0	3,560.0	-59.9%
Total Operational Income	**26,529.8**	**33,998.6**	**-22.0%**
Cost of Goods Sold	-7,842.3	-9,312.6	+15.8%
Change in Stocks of Finished Goods	-974.1	-514.2	-89.4%
External Supplies and Services	-10,281.9	-13,405.8	+23.3%
Staff Costs	-9,811.9	-10,399.6	+5.7%
Other Operational Expenses	-563.5	-1,664.3	+66.1%
Total Operational Expenses	**-29,473.6**	**-35,296.6**	**+16.5%**
Operational Cash-Flow (EBITDA)	**-3,091.8**	**-3,362.5**	**+8.1%**
Amortisation and Depreciation	-3,566.7	-3,280.4	-8.7%
Provisions and Impairment Losses	-92.4	-13.1	<-100%
Operational Profit/(Loss) (EBIT)	**-6,603.0**	**-4,591.4**	**-43.8%**
Net Financial Expenses	-3,179.1	-2,361.9	-34.6%
Share of Results of Associated Undertakings	1,892.1	911.3	>100%
Investment Income	2.3	1,693.3	-99.9%
Profit before Taxation	**-7,887.7**	**-4,348.7**	**-81.4%**
Taxation	981.9	1,098.7	-10.6%
Net Profit	**-6,905.8**	**-3,250.1**	**<-100%**
Attributable to Equity Holders of Sonae Capital	-6,623.9	-3,229.6	<-100%
Attributable to Non-Controlling Interests	-281.9	-20.4	<-100%

Values in 10^3 euro

	Contributions to consolidated figures					
	Turnover			EBITDA		
	1Q12	1Q11	Δ	1Q12	1Q11	Δ
Resorts	2,248.8	2,976.7	-24.5%	-1,310.0	-2,833.0	+53.8%
Resort Development	1,385.5	2,064.2	-32.9%	-627.9	-2,231.9	+71.9%
Resort Management (Golf, Marina and Market)	254.3	235.3	+8.1%	-284.3	-249.4	-14.0%
Atlantic Ferries	608.9	677.2	-10.1%	-397.8	-351.7	-13.1%
Hotels	1,575.6	1,939.8	-18.8%	-2,300.0	-2,350.6	+2.2%
Fitness	3,259.0	4,483.3	-27.3%	-364.3	480.2	-
Other	1.3	2.8	-53.4%	133.6	350.6	-61.9%
Sonae Turismo's contribution	**7,084.7**	**9,402.5**	**-24.7%**	**-3,840.6**	**-4,352.8**	**+11.8%**
Residential Property Development	91.0	126.2	-27.9%	-170.4	-216.6	+21.3%
Operating Assets	273.9	613.3	-55.3%	35.3	679.1	-94.8%
Other Assets	619.8	1,946.2	-68.2%	1,172.3	-374.8	-
SC Assets's contribution	**984.7**	**2,685.7**	**-63.3%**	**1,037.2**	**87.7**	**>100%**
Sistavac Group	11,793.0	15,574.2	-24.3%	-300.4	847.9	-
Energy and Environment	3,005.3	1,389.8	>100%	648.2	309.1	>100%
Other	2,188.0	1,353.3	+61.7%	-183.0	5.8	-
Spred's contribution	**16,986.3**	**18,317.2**	**-7.3%**	**164.8**	**1,162.8**	**-85.8%**

1.2. Quarterly Results





*Energy and Environment

Consolidated turnover amounted to 25.1 million euro in the quarter, representing an 18% decrease over the same period of last year in the first quarter of 2011 (30.4 million euro). Consolidated EBITDA was negative 3.1 million euro, compared to negative 3.4 million euro in the first quarter of 2011. The 5.8 million euro decrease in operational costs signals the commitment of teams from each business unit to implement cost cutting and cost saving programs, with the purpose of improving the Group's results and cash flow generation profile. On a like for like basis, excluding circa 1.0 million euro of non-recurrent costs regarding the resolution of judicial claims (entirely provisioned) which negatively impacted first quarter 2011 EBITDA, operational costs decreased circa 14%.

In **Sonae Turismo** (with a 25% decrease in turnover, to 7.1 million euro, and EBITDA of negative 3.8 million euro, compared to negative 4.4 million euro in the same period of 2011) major negative impacts in turnover and EBITDA were caused by the Fitness unit, with circa 27% decrease in the number of active members, as a result of the slowdown in new memberships and increasing number of cancellations reflecting the reduction in economic activity. This unit delivered a 3.3 million euro turnover, a 27% decrease, and a negative 0.4 million euro EBITDA (positive 0.5 million euro in 1Q11).

Resort Development turnover decreased around 0.7 million euro, to 1.4 million euro, including 3 sales deeds in **troia**resort (4 in 1Q11), which include 2 exchanges of residential units and 1 unit with an underlying PPA signed in 2011. Additionally, 1 PPA regarding a Marina apartment was signed in the quarter. The 19% decrease in Hotels contribution to turnover is mostly explained by the performance of Porto Palácio Hotel, with a 22% decrease in turnover and in the number of room nights sold (including both individual and group customers). In the remaining hotel units, turnover remained in line with the previous year (0.3 million euro in Tróia and 0.1 million euro in Lagos), with increases in the number of room nights sold (3.9% in Tróia units and 4.8% in Lagos) offsetting decreases in the average revenue per room. Food and beverage revenues continued to be under pressure, evidencing a 12% decrease, reflecting recent changes in consumption patterns of hotel customers.

It should be pointed out the smaller deviation at Atlantic Ferries, with 0.6 million euro turnover and -0.4 million euro EBITDA, representing 10% and 13% decreases, respectively, impacted by decreases in traffic from both passengers and vehicles.

SC Assets decreased its contribution to turnover by 1.7 million euro, to 1.0 million euro, due to lower real estate sales (65 thousand euro in 1Q12 compared to 1.8 million euro in 1Q11). EBITDA for the 1Q11 (0.1 million euro) was negatively impacted by the sale of real estate assets which had underlying 0.9 million euro impairments (reversed with the transaction and impact at the EBIT level).

In **Spred**, turnover and EBITDA performance included different evolution trends in major business areas. The Energy and Environment stood out positively, more than doubling turnover, from 1.4 million euro in the first quarter of 2011 to 3.0 million euro in the period, and EBITDA, which amounted to 0.6 million euro. The Colombo cogeneration facility, still under construction in 1Q11, was the performance driver in the 1Q12. Diversely, Sistavac Group's contribution decreased 24% to 11.8 million euro, generating a negative EBITDA of 0.3 million euro (positive 0.8 million euro in 2011 comparable period), as a result of the decrease in investment from modern retail and contraction in the construction sector in Portugal.

As a result of a weaker operational performance in comparison with the previous year, the quarter's consolidated net loss was 6.9 million euro (negative 3.3 million euro in 1Q11), also including, in comparison with the previous year:

- 0.3 million euro increase in amortisation and depreciation, reflecting the impact of investment incurred in the previous year;
- 36% increase in net financial losses, to negative 3.2 million euro, as a result of higher cost of debt (as a result of higher average spread);
- 1 million euro improvement in results from associated undertakings, which totaled 0.9 million euro, led by Norscut (with 1.5 million euro contribution);
- Nil investment income in the quarter, compared to 1.7 million euro in 1Q11 (the most part resulting from the positive price adjustment in Choice Car, as set out in the respective sales agreement).

1.3. Consolidated Balance Sheet

Values in 10^3 euro

	31.03.2012	31.12.2011	Δ
Tangible and Intangible Assets	243,231.0	243,567.0	-0.1%
Goodwill	61,028.5	61,028.5	0.0%
Non Current Investments	62,497.0	61,075.6	+2.3%
Other Non Current Assets	47,878.1	45,384.1	+5.5%
Stocks	208,703.0	209,213.3	-0.2%
Trade Debtors and Other Current Assets	42,563.7	49,581.6	-14.2%
Cash and Cash Equivalents	2,801.0	3,980.6	-29.6%
Total Assets	**668,702.4**	**673,830.8**	**-0.8%**
Total Equity attributable to Equity Holders of Sonae Capital	320,181.5	327,628.9	-2.3%
Total Equity attributable to Non Controlling Interests	8,957.8	9,241.8	-3.1%
Total Equity	**329,139.3**	**336,870.7**	**-2.3%**
Non Current Borrowings	167,623.4	182,564.9	-8.2%
Deferred Tax Liabilities	11,522.7	11,535.4	-0.1%
Other Non Current Liabilities	10,194.8	10,341.5	-1.4%
Non Current Liabilities	**189,340.9**	**204,441.7**	**-7.4%**
Current Borrowings	102,566.3	82,557.5	+24.2%
Trade Creditors and Other Current Liabilities	47,655.9	49,960.9	-4.6%
Current Liabilities	**150,222.2**	**132,518.3**	**+13.4%**
Total Liabilities	**339,563.0**	**336,960.1**	**+0.8%**
Total Equity and Liabilities	**668,702.4**	**673,830.8**	**-0.8%**

Capex amounted to 3.3 million euro in the quarter, the main contributors being 1.0 million euro regarding renewal of Fitness equipment and units under the rebranding of Solinca, focused in improved accessibility, and 1.4 million euro investment in a new cogeneration plant (expected to start operations in the second half of 2012). Remaining contributions, with little individual expression, are mostly explained by maintenance capex.

As at 31 March 2012, net debt was 267.4 million euro, 6.3 million euro above 31 December 2011, in spite of the positive 1.6 million euro operational free cash flow generated in the period. Gearing as at 31 March 2012 was 81.3% (77.5% in 31 December 2011).

Maia, 24 May 2012

The Board of Directors,

Glossary

- Average Daily Revenue = Lodging Revenues / Number of rooms sold.
- Capex = Investment in Tangible and Intangible Assets.
- Gearing = Net Debt / Equity.
- Net Debt = Non Current Loans + Current Loans – Cash and Cash Equivalents – Current Investments.
- Operational Cash-Flow (EBITDA) = Operational Profit (EBIT) + Amortisation and Depreciation + Provisions and Impairment Losses + Impairment Losses of Real Estate Assets in Stocks (included in Cost of Goods Sold) – Reversal of Impairment Losses and Provisions (included in Other Operating Income).
- PPA = Promissory Purchase Agreement.

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